



RASCW

REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



October 2018

V o l u m e 23 • N u m b e r 10

MARK YOUR CALENDAR

The Power of LinkedIn

Tuesday, October 16, 2018

[Click here for details.](#)

RASCW Annual Meeting

Thursday, November 15, 2018

[Click here for details.](#)

RASCW Holiday Party

Monday, December 3, 2018

Details coming soon!

[CLICK HERE](#)
FULL EVENT CALENDAR

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Membership Update

Congratulations New RASCW Directors



Nicole Bunbury Sjowall



Sherri Swan-Edmunds



Amy Roehl

On January 16, 2019, the following Members will be installed as Directors of the REALTORS® Association of South Central Wisconsin for three year terms:

Nicole Bunbury Sjowall, Bunbury & Associates, owner from a Class I Firm (26+)

Sherri Swan-Edmunds, Century 21 Affiliated, non-owner from a Class I Firm (26+)

Amy Roehl, Tim O'Brien Homes, non-owner from a Class II Firm (<26)

Congratulations to our new Directors and a special Thank You to the outgoing Directors – 2018 President Stan Hill and Director Jenny Bunbury-Johnson – for their generous donation of time and expertise.

Please watch future announcements for details on the January 16 Installation Dinner.

RASCW Annual Membership Meeting

Thursday, November 15, 2018

Sheraton Madison Hotel (706 John Nolen Dr., Madison)

Registration: 8:00 a.m. • Breakfast: 8:30 a.m.

Meeting: 9:00 - 10:30 a.m.

Cost: \$25

Special Guest Speaker Mike Theo, WRA President and CEO

[Click here for registration details.](#)



REALTOR[®] REVIEW

A REALTORS[®] Association of
South Central Wisconsin
Publication

OFFICERS OF THE ASSOCIATION

Stan Hill, President	221-4000
Chris Stark, Vice President	256-9011
Janine Punzel, Treasurer	807-0660

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Jenny Bunbury-Johnson	441-7777
Ellen Koeppen	(920) 294-3004
Mike Lenz	318-4280
Carla Nowka	271-2020
Amy Roehl	661-1100
Nancy K. Smith	935-9776
Cindy Ulsrud	221-8666
Jessica Vezakis	437-7653
Sommer Von Behren	643-3800
Scott Walker	212-7400

EDITORIAL STAFF

Kevin King, Editor-in-Chief
Ann McGinty, Communications Coordinator

The purpose of the REALTOR Review is to inform its Members of events, issues and accomplishments pertaining to the REALTORS[®] Association of South Central Wisconsin.

If you would like to submit information, story ideas, or articles for inclusion in the REALTOR Review please contact Kevin King at kevin@wisre.com.

Submit typewritten articles, with contact name and phone number to:

RASCW
4801 Forest Run Road, Suite 101
Madison, WI 53704-7337

Phone: (608) 240-2800
Fax: (608) 240-2801

Items submitted in Microsoft[®] Word programs are also welcome.

www.rascw.org



President's Message – Stan Hill



Here we are in the 4th quarter of 2018 already. The leaves are turning, pumpkins are on display and the weather is getting chillier. Time to pull out the sweaters!

WRA Convention was a great event. Thanks to all who were able to attend. We witnessed the passing of the gavel from 2017-18 WRA Chair **Peter Sveum** (RASCW Member) to **Jean Stefaniak** (Greater Milwaukee Association Member). RASCW Member **Mary Duff** was sworn in as Treasurer of WRA and RASCW Member **Jennifer Utter** was recognized as Women's Council of REALTORS[®] Member of the Year. Congratulations all! It is heartening to see our Association members active at all levels of leadership. In addition, there were learning opportunities, workshops, meetings, exhibits and festivities for all.

Locally, new directors were elected to a 3 year term on the RASCW Board of Directors. Welcome **Nicole Bunbury Sjowall**, **Sherri Swan-Edmunds** and **Amy Roehl**! We look forward to working with you and thank you in advance for your service to the Association.

Now a reminder: this year is the end of a license biennium with DSPS, which means renewals are due by December 14th. In order to do this, we all need to take 18 hours of continuing education classes (including mandatory code of ethics training). There are several ways to still accomplish this. Some companies offer it "in-house". WRA offers it in partnership with RASCW live in the WRA Education Center or online. But don't forget to schedule it in, as you will need the information for your license renewal. Look for information on upcoming classes in the newsletter to assist you. To all those who have already completed theirs, congratulations!

And remember that November 6th is Election Day. There are several races locally, state-wide, and nationally which can have an impact on issues important to property owners and real estate professionals alike. Make time that day to make your voice heard.

Lastly, this is the time of year to begin to assess our 2018 business and begin planning for 2019. This continues to be a volatile market, with many distinct challenges. Most of the year it has been a seller's market under \$400,000 and a buyer's market in the upper price ranges. But with the fall season, things appear to be shifting a bit. I encourage all REALTOR[®] members to take some time to evaluate your business with an eye on how to make adjustments for next spring. Success begins with a plan. In order to aim the arrow, we need a clear target.

Enjoy the harvest season and sweater weather!

Stan

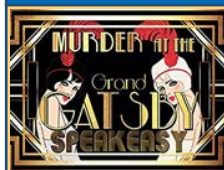
In Memoriam

Our sincerest condolences to the families and friends of
Stephen E. Welter, Century 21 Welter Realty, Prairie du Chien,
Calene Bond, First Weber, Inc., Mauston and
Nels Johnson, formerly with the Stark Company, REALTORS[®]
who served as RASCW President in 1994.



Thank you to all the
sponsors and golfers that
joined us for our **STICKS &
FLICKS** (movie themed) golf outing!

www.WCRmadison.com



Join us October 26th for a **Murder
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Tickets available at:
<https://grandgatsbymurder.eventbrite.com>



RASCW has expanded its messaging to all the major social media outlets. These outlets consist of Facebook, Twitter, LinkedIn and Instagram. Shortcuts to these individual programs are available in the header of RASCW.org when viewing the full site and in the footer, when viewing the site on a mobile device. These shortcuts will take you to the platform of your choice. We will be cross-posting important articles, events, announcements, monthly stats and more via these platforms in an effort to make it easier to access the information from whatever source you feel is best and most efficient for you.

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Monthly Statistical Reports
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Increased Access to Maintain Listing Fields

Agents with standard agent level security can now update all room dimensions, room levels, and other room names for their listings within Paragon™. In addition to these fields, agents have had the ability to update all pick list features, photos, virtual tours, associated documents, map location, public remarks, broker-to-broker remarks, showing instructions, open house date/time, broker open date/time/comments, and assessment/tax info for their listings.

Reminder Regarding Square Footage

When filling out the field for Finished Above Grade Square Footage, include only the finished area on levels that are 100% above grade (or ground). None of the square footage on a walk-out lower level with even one wall partially below grade should be included in the Above Grade Square Footage field, even if all the other walls on that level are above the ground. [Click here](#) for a must have resource to help you classify square footage correctly.

Did you Know? Paragon™ has Rentals

Do you or a client have a property to rent? Do you have a client that needs a place to rent? Paragon™ includes a rental add and search program. Residential rentals can be added by clicking on Listings ⇌ Rental. To search for rentals click on Search ⇌ Rental. All Paragon™ users have access to add rentals. Access to the add rental module is not restricted in the same fashion as adding a property for sale. Rentals can be added for 6 months at a time. [Click here](#) for a copy of the Rental Profile Sheet. All rentals added to Paragon™ automatically flow to www.apartments.com.

Homebot - Stay Connected to your Clients between Home Purchases

Our Paragon™ vendor, Black Knight, has positioned a product called Homebot within the Contacts section of Paragon™. This product gives agents an option to stay connected with their clients between home purchases by providing home finance advice via monthly emails. Click on Contacts and Access Homebot for a [2 minute video](#) to find out more.

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Membership Renewal Notice

Thank you in advance for renewing your Membership in the REALTORS® Association of South Central Wisconsin! The 2019 Membership Renewal invoices will be arriving at your preferred address this month.

As your local Association, it is our responsibility to collect dues on behalf of the Wisconsin REALTORS® Association (WRA) and the National Association of REALTORS® (NAR). Your Membership Renewal reflects the following:

- NAR dues are \$150 plus a \$35 Special Assessment for the Consumer Advertising Campaign for a total of \$185.
- WRA dues are \$333 for REALTOR® Members and \$306 for State Affiliate Members. Renewals received after December 31, 2018 will be subject to the WRA reinstatement fees of \$75 for REALTORS® and \$25 for Affiliates.
- RASCW dues are \$170 for both REALTOR® and Affiliate Members. Renewals received after December 31, 2018 will be subject to a \$25 RASCW reinstatement fee.

There are three voluntary contributions included on your Membership Renewal.

- The first is a \$15 contribution to the RASCW Housing Foundation. The Foundation is your non-profit corporation dedicated to making homes affordable by providing low interest, deferred payment loans to qualified individuals to be used for the down payment and/or closing costs associated with the purchase of a home. Contributions to the Foundation are tax deductible as a charitable contribution. Please consider making a contribution to assist a new home owner in 2019. [Click here to learn more about the Housing Foundation.](#)
- The second is a \$35 contribution to RPAC. At the direction of the RASCW Board of Directors, these funds may be contributed on a nonpartisan basis to candidates for public office who support and protect the rights of home ownership and real estate interests important to your business.
- Lastly is a \$20 voluntary contribution to the Wisconsin REALTORS® Foundation. Contributions to the Foundation are tax deductible as a charitable contribution.

Paying 2019 Membership Renewals

Please note that credit card payments will only be accepted online.

To pay by VISA or MC, go to www.rascw.org and click on the Pay Dues Online link at the top of the page. This service is handled by the National Association of REALTORS® (NAR) and is only available through December 31, 2018.

Exceptions to paying online:

- The online service is not available to local Affiliate Members (State Affiliate Members are able to use the online service.) Local Affiliate Members, please call the RASCW office at 608-240-2800 if you wish to pay your dues by credit card.

To pay by check, detach the lower half of your Renewal Notice and send check payable to RASCW, 4801 Forest Run Road, Suite 101, Madison, WI 53704.

All Membership Renewals received after December 31, 2018 will be subject to reinstatement fees. No exceptions will be granted.

If you have any questions, please contact the RASCW office at 608-240-2800.

New Senior and Elder Members

Are you eligible to be a Senior Member? You are if, on January 1, 2019, you are 60 years of age or older and have been a continuous Member of RASCW for at least 20 years. This means that you can reduce your local RASCW dues by 1/3 for 2019.

If, on January 1, 2019, you are 65 years of age or older with 25 or more years of continuous membership in RASCW or you are 70 years of age or older with 10 or more years of continuous membership in RASCW, you are eligible for Elder Status. Your local RASCW dues are then just \$12.00 for 2019.

Please contact Beth at the RASCW office – 608.240.2800 or beth@wisre.com – to change your Membership status.

PLEASE SUPPORT YOUR RASCW HOUSING FOUNDATION!

Included on your Membership Renewal is a voluntary \$15 contribution to the REALTORS® Association of South Central Wisconsin [Housing Foundation](#). Down payment assistance like our Housing Foundation Home Start program can help to improve affordability of a home for many buyers. Your dollars help individuals and families own their homes, which benefits all.

The RASCW Housing Foundation, a non-profit 501(c)(3) organization, makes available to qualified applicants a low interest, deferred payment loan to be used for the down payment and/or closing costs associated with the purchase of a home. Since 1991, the Foundation has given out over \$2.6 million in loans to individuals and families in Southwest and South Central Wisconsin with family incomes at or below 80% of the county median income.

The main source of the Housing Foundation's funds come from the generous donations of RASCW REALTOR® and Affiliate Members. Because the Housing Foundation is a charitable organization, all donations are 100% tax deductible. In turn, we are able to give out 99% of the contributions we receive in the form of loans to borrowers due to the administrative support we receive from RASCW, our parent organization. You can be assured that your contribution is being used to help provide affordable housing to those who need it most.

Thank you for your support.



REALTORS® Association of South Central Wisconsin
HOUSING FOUNDATION
Established 1989

Reminder: Code of Ethics Training Required for all REALTORS® by Dec. 31, 2018

REALTORS®, including appraisers holding REALTOR® membership, are required to complete ethics training of not less than 2.5 hours of instructional time within two-year cycles. A new two-year cycle began January 1, 2017. The deadline for this cycle is December 31, 2018.

There are three ways to complete this training requirement:

New Member Orientation

A REALTOR® completing Ethics Training as a part of the New Member Orientation is not required to complete additional ethics training for this period. We will have record of you completing this requirement if you have attended the RASCW New Member Orientation since January 1, 2017.

Continuing Education Classes

If you have taken the 2017-2018 Continuing Education Course 4, Ethics and Best Practices, offered by the Wisconsin REALTORS® Association, we will have record of you completing this requirement.

Continuing Education providers other than the WRA may not meet the NAR requirements for course objectives and minimum criteria. You will need to confirm with your provider that approval has been received. If you have met the Ethics Training requirement by taking the CE course through a provider other than the WRA, please notify Beth at the RASCW office at beth@wisre.com so it can be noted in your Membership record.

Free NAR Online Code of Ethics Course

You may complete the requirement by completing an online course through the National Association of REALTORS®. The course can be customized for residential, commercial and appraiser practitioners. [Click Here for NAR Online Code of Ethics Course Information.](#)

Important Note: Pursuant to the National Association of REALTORS® (NAR) policy, failure to complete the required ethics training is considered a violation of Membership duty for which the REALTOR® must be suspended until required training is complete. This suspension includes not only local services, including MLS, but also access to all Wisconsin REALTORS® Association (WRA) and NAR Member-only services, such as the Legal Hotline and Zipforms.



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NAR Commercial Listing Platform Update

In December 2017 a Presidential Advisory Group (PAG) was formed to tackle the "Future of Commercial Data." Shortly after, industry-changing events with Xceligent left many members stranded without services.

Subsequently, the PAG:

- Recommended all Institute Affiliate members have temporary free access to RPR throughout 2018.
- Consulted with local commercial structures and commercial overlay boards on how they were moving forward with data solutions.
- Conducted a data survey of commercial members, which resulted in the desire for NAR to focus on a national listing platform to market properties.
- Recommended the PAG shift focus to solve the member need for a national commercial listing platform.

These actions were all supported and approved by the NAR Leadership Team.

UPDATE: National Commercial Listing Platform Search

Phase I: Platform RFP & Diligence Results

14 companies submitted proposals to NAR's RFP for a commercial data listing platform. Staff from Second Century Ventures scheduled 30 minute interviews with each of the 14 companies. Companies were evaluated using consistent criteria:

- Market traction (geographic market penetration, number of listings and users)
- Company viability (business/revenue model; financial wherewithal/capitalization)
- User experience/technology (scalability) - Management team/staff resources

6 companies emerged as possible partners.

Phase II: Member Assessments - September 24-October 4

A diverse and representative group of commercial practitioners are reviewing the 6 semi-finalist listing platforms. Fact sheets, pre-recorded webinars and assessment surveys are being used by this member team.

EXPECTATION: Survey assessments will narrow down the field to 2 companies for final consideration.

Phase III: Product Testing and Final Selection

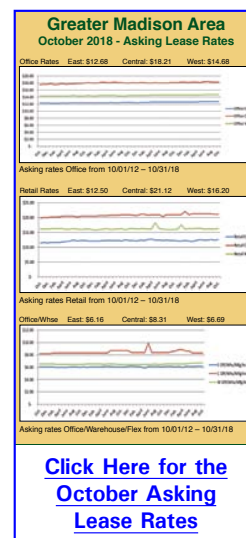
Vendor Finalists will be in Boston to demo platforms and answer questions for commercial attendees. All members in attendance are invited to view demos and test platforms.

EXPECTATION: Based on all criteria and assessments, a selection will be made, an agreement will be negotiated by late December, and a new platform will be ready for member use in early 2019.

NAR isn't buying or building this technology. We are seeking a relationship with a financially sound and competent company able to deliver a platform for members that is cost-effective and a high-quality solution for marketing listings nationally.

NAR's ASK OF YOU

Attend the commercial listing platform demos in Boston [available Friday & Saturday, Nov. 2-3]



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Calendar: October 15 - November 15

Tuesday, October 16

LinkedIn Professional Development Program
1:30 pm – Flix Brewhouse

Friday, October 19

New Member Orientation
10:00 am – WRA Education Center

Tuesday, October 23

Commercial Services Committee
8:30 am – Oakbrook Corp.

Wednesday, October 24

SCWMLS Board of Directors Meeting
11:00 am – RASCW/SCWMLS Conference Room

Friday, October 26

RASCW Board of Directors Meeting
10:00 am – Holiday Inn Madison at The American Center

Thursday, November 1

Affordable Housing Equal Opportunities Committee
9:00 am – RASCW/SCWMLS Conference Room

Friday, November 2

SCWMLS Committee
8:30 am – RASCW/SCWMLS Conference Room

Wednesday, November 7

Membership Networking Committee
9:00 am – Preferred Title

Wednesday, November 14

Green Lake – Ripon Chapter Committee
9:00 am – Guaranty Title

Thursday, November 15

RASCW Annual Meeting
8:00 am – Sheraton Madison Hotel

[CLICK HERE](#)

RASCW EVENT
CALENDAR

is on our website!

[CLICK HERE](#)

COMMITTEE DESCRIPTIONS
COMMITTEE SELECTIONS

Join a RASCW committee today!

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The REALTOR® Review, the official publication of the REALTORS® Association of South Central Wisconsin is now accepting advertising reservations for 2019. The REALTOR® Review provides an ideal full color medium for your business to advertise to a large number of customers and clients who shape the real estate industry in South Central Wisconsin. We expect advertising to fill up quickly and is reserved on a first-come first-served basis.

[CLICK HERE FOR ADDITIONAL INFORMATION AND A COPY OF THE CONTRACT](#)

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10 Apps that boost your real estate marketing firepower

Courtesy of RPR



For this year's awesome apps article, we've focused on apps REALTORS® can use to quickly and effectively ramp up their marketing firepower. Some of these apps have been around for a while, while others are new. Nevertheless, they all provide a unique and polished offering.

1. IGTV

One of the most talked about apps recently has to be Instagram's new longer-form video platform IGTV. Previously Instagram's videos had a 60-second limit. With IGTV, that limit has been lifted to one hour. With longer-form videos and a new channel option, IGTV seems to be rivaling YouTube. One unique element to IGTV is that videos are all in portrait layout. Ready to build your IGTV channel and start featuring real estate tips, market updates, tours ... sky's the limit? Start by downloading the stand-alone iOS or Android app, or go directly to IGTV via the main Instagram app. iOS and Android. Free

2. VideoShop

With that new IGTV channel, you're going to need a go-to app for editing videos on your phone. For me that app is VideoShop, because many advanced features are available with a simple tap. Some highlights include the ability to trim clips, animate text, apply video transitions, add music, create slow-motion, stop-motion and tilt shift videos. To save time, you can save projects and then duplicate for the next project. VideoShop also includes standard sharing directly to Facebook, Instagram, Snapchat, YouTube and other social sites. iOS and Android. Free and Paid (\$3.99/mo. or \$59.99/lifetime)

3. MoShow

The next time you want to create a video slideshow from your images, try MoShow. I was really impressed with how easy this app was to use, especially the advanced animations and transitions. The app also includes a variety of audio options, which really give the videos greater emotion and authenticity. The app would be great for quickly building and sharing slideshows for community events and real estate marketing videos. iOS and Android. Free and Paid (\$3.99/mo. or \$16.99/lifetime)

4. PicMonkey

Having a powerful photo editor app on your phone will come in handy as a productive real estate agent. When you need to promote an open house, celebrate with a buyer who is closing on their new home, or let your network know about your latest listing, don't wait until your back at your computer. That's where PicMonkey comes in. Offered in both free and premium versions, the app delivers a well-balanced combination between graphic design and photo editing features. Choose to start from a blank canvas or a photo, then add text or effects. Next crop to your needed size, and then share away! The paid version of the app offers online image storage, advanced touch up tools, additional graphics and fonts. iOS and Android. Free/Basic and Pro versions (\$5.99/lifetime (Basic) or \$12.99/mo. (Pro))

5. Plotaverse

This app will make your social media posts stand out by animating your still image. Tap and drag across the image where you want to see movement, and then draw a mask on the areas that should remain in place. Take your time, zoom in and get the animate, mask and anchor correct, the results can be amazing. Plotaverse also comes with special overlays that give the image extra style. The finished product is an animated photo that's saved as a video file. The free version does come with a watermark. (Note about Plotaverse: As an iPhone user I looked at the reviews on Android for Plotaverse and they are a stark contrast from iOS. For that reason I'm only recommending the iOS version.) iOS Basic and Pro versions (\$4.99/mo., \$19.99/6 mo., \$5.99/year)

6. Productive habits & daily goals tracker

Most of us have a good idea of the routines that will lead to success. The challenge becomes implementing and following those routines so the hard work and – focus payoff with consistent success in your real estate business. That's where Productive Habits & Daily Goals Tracker comes in. The app is built to help you create trackable routines to help motivate you to hit those goals! Do you have a difficult time regularly getting to the gym in the morning? Or how about regular planning for marketing activities, and distraction free time to focus on client outreach and appointment setting? This app will help you build those routines. iOS

7. Pushover

As a REALTOR®, you're out in the field all the time. It can be challenging to keep track of what's happening online with your website and social media accounts because many of those notifications are delivered by email—a slow option. Push notifications on the other hand, are a great way of getting micro updates quickly delivered in a noticeable way. But not everything is available by way of push notification. In those cases, I recommend Pushover, a service to receive instant push notifications on your iOS and Android devices from a variety of sources. Cool thing, Pushover works with IFTTT, an app that specializes at connecting other applications. So for example, you can add your blog comments RSS feed to IFTTT and Pushover to begin receiving push notification for each new comment.

8. Robokiller

If you're like me, you get unsolicited calls on your mobile phone. Not only is it annoying, but it's counterproductive – getting spam phone calls while working with a client. A potential solution? Robokiller, this app was built to block spam calls by automatically blocking over 200,000 telemarketers and robocalls from ringing your mobile phone. Best of all, this service even works if the unsolicited caller is spoofing or changing their phone number. The Robokiller service offers a free 7-day free trial, and full service for \$30.00 for the year. iOS and Android (7-day free trial, full service \$30)

9. Google Primer

There is no question that having a solid understanding of Internet marketing best practices is helpful toward growing your real estate business. That's where the Google Primer app comes in. The app provides short, nicely paced lessons on branding, business insights, mobile and video marketing...and so much more. iOS and Android. Free

10. RPR App

Power your social media lead generation campaign with reports created and shared from the RPR app. Built exclusively for REALTORS®, RPR's app offers on-the-go access to a nationwide, parcel-centric database of both residential and commercial properties. Easily create and send branded property reports, and local market activity reports ... anytime, anywhere. Also use your phone's location to view nearby sales activity; or take a deeper dive into any property and view tax, mortgage, historical and distressed data, flood zones, dynamic mapping, and more. iOS and Android. Free (REALTORS® Only)

Commercial Real Estate Outlook: 2018.Q3



NAR's latest Commercial Real Estate Outlook offers overall projections for four major commercial sectors and analyzes quarterly data in the office, industrial, retail and multifamily markets.

Highlights:

- NAR forecasts economic output to expand at a stronger pace of 3.0 percent in 2018.
- With economic output and employment trends continuing on an expansionary path, commercial fundamentals are expected to exhibit solid demand and increasing cash flows.
- Vacancy rates will likely provide mixed results, with multifamily undergoing growing availability from an expanding supply pipeline.
- Office and retail properties will likely see vacancies move sideways, while industrial spaces will find rent growth advancing at a steady pace.
- For commercial investments, the trends have already shown in pricing. Cap rates seem to have found a floor, and for some property types, have already begun to turn upward.

To download the report, please go to:

www.nar.realtor/research-and-statistics/research-reports/commercial-real-estate-outlook

Continuing Education 2017-18: Less than 65 days Remain



By partnering with the Wisconsin REALTORS® Association we are able to provide a high standard of real estate education, enabling you to better serve your clients. All Wisconsin real estate licenses must be renewed by December 14 of even-numbered years. License renewal requires 18 hours of continuing education.

There are four mandatory courses and four DSPS-approved electives. Licensees must complete the four mandatory courses and two electives from the DSPS-approved electives list.

Mandatory Courses

(All licensees must take courses 1-4)

Course 1 – Wisconsin Listing Contracts

Course 2 – Wisconsin Offers to Purchase

Course 3 – Wisconsin New Developments

Course 4 – Ethics and Best Practices (includes the NAR ethics requirements)

Elective Topics

(Licensees must take two of the following)

Elective A – New Construction

Elective B – Wisconsin Investment Property and Property Management

Elective C – Financing

Elective D – Other Wisconsin Approved Forms

Upcoming Live Classes in Madison

Oct 24	Course 3	8:30 am	(bring a device for online exam)
	Course 4	1:00 pm	(bring a device for online exam)
Oct 25	Elective A	8:30 am	(bring a device for online exam)
	Elective C	1:00 pm	(bring a device for online exam)
Nov 7	Course 2	8:30 am	(bring a device for online exam)
	Course 1	1:00 pm	(bring a device for online exam)
Nov 8	Course 4	8:30 am	(bring a device for online exam)
	Course 3	1:00 pm	(bring a device for online exam)

[To register for live, online and self-study courses, please click here.](#)



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Every Vote Counts. Pledge to Vote in 2018

- 470 seats in the U.S. Congress (35 Senate seats and all 435 House seats).
- 298 state executive seats up for election across 43 states.
- 69 seats on state supreme courts are up for election.
- 166 statewide ballot measures in 38 states.
- Elections are being held in 49 of the 100 largest cities by population in 2018.
- Dozens of mayoral offices and city council seats across the country.
- 925 school board seats up for grabs across 26 states.



The work we do as REALTORS®, and as an organization, is noble, good, and lasting. Voting is opportunity to exemplify and solidify this point.

Make sure your voice is heard: PLEDGE TO VOTE IN THIS YEAR'S ELECTIONS!

You can find your polling place and other helpful information on the MyVote Wisconsin website: myvote.wi.gov.

NATIONAL ASSOCIATION of REALTORS®

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MEMBERSHIP UPDATE

NEW MEMBERS

Dan Cardoso
Accord Realty

Dan Couey
Badger Realty Team

Geoff Dille
Rolling H LLC

Adam Ellingson
Terra Firma Realty

Ron Harris
Century 21 Affiliated

Jennifer Ingiald
WisconsinLakefront.com, LLC

Jonathon Krentz
Keller Williams Realty

Kathy Larson
Full Circle Real Estate LLC

Sara Lazarescu
Keller Williams Realty

Jundong Lin
Sig Realty

Kristi Martiny
Keller Williams Realty

Teri Olson
Keller Williams Realty

Brad Pavloski
WisconsinLakefront.com, LLC

Ursula Werdan
Restaino & Associates

Jake Zimmermann
Great Day Real Estate

AFFILIATES

Shirlee Roche
Urban Home Inspections, LLC

MEMBERSHIP TRANSFERS

NAME	FROM	TO
Michael Anderson	Great Day Real Estate	eXp Realty, LLC
Sherry Bogardus	United Country Town & Country Realty, LLC	Wisconsin.Properties Realty, LLC
Matt Deadman	Keller Williams Realty	Inventure Realty Group, Inc
Devin Fowler	NextHome Metro	Century 21 Affiliated
Brian Hoefler	First Weber Inc	Keller Williams Realty
Kevin Koester	Century 21 Affiliated	Lancaster Realty
Amy Kortbein	Sprinkman Real Estate	Restaino & Associates
Rebecca M. Leary	Keller Williams Realty	Inventure Realty Group, Inc
Mark McCoy	Wisconsin Bank & Trust	McFarland State Bank
Kevin Nielsen	Keller Williams Realty	Inventure Realty Group, Inc
Katie O'Halek	Dines Incorporated	Sprinkman Real Estate
Christina Schmidt	Keller Williams Realty	Inventure Realty Group, Inc
Jeremy Teske	Restaino & Associates	Badger Realty Team
Kara Thomas	RE/MAX Preferred	Sprinkman Real Estate
Paula Walker	Keller Williams Realty	Inventure Realty Group, Inc

Congratulations to the 47 new Members who completed Orientation in September sponsored by Sandy Webber and Dane County Title.

Thank you to Bonnie Dixon, Scott Walker, Tiffany Tobias, Robert Procter, Laura Stanfield, Shelley Reynolds, and Mary Duff for imparting their wisdom and time as September Orientation Instructors.

You did an excellent job!

NEW OFFICES

Full Circle Real Estate LLC, Rubicon
Lancaster Realty, Lancaster
Sig Realty, Middleton

Urban Home Inspections, LLC, Stoughton
WisconsinLakefront.com, LLC, New Lisbon



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Patrick Averill, Vice President • NMLS #926414

(608) 833-2427 • paverill@thompsonkane.com

<https://paverill.thompsonkane.com/>

<https://www.zillow.com/lender-profile/Patrick%20Averill/>

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